



April 2017

Area Delimited by County Of Washington

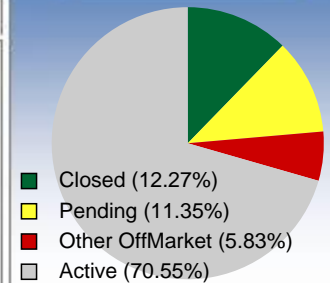


Absorption: Last 12 months, an Average of **68** Sales/Month

Active Inventory as of April 30, 2017 = **460**

	APRIL		
	2016	2017	+/- %
Closed Listings	80	80	0.00%
Pending Listings	77	74	-3.90%
New Listings	165	133	-19.39%
Average List Price	149,730	169,079	12.92%
Average Sale Price	145,265	161,831	11.40%
Average Percent of List Price to Selling Price	96.32%	96.48%	0.17%
Average Days on Market to Sale	51.86	69.19	33.41%
End of Month Inventory	427	460	7.73%
Months Supply of Inventory	6.23	6.75	8.26%

Market Activity



Monthly Inventory Analysis

Report Produced on: May 11, 2017

Data from the **Greater Tulsa Association of REALTORS®**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of April 2017 rose **7.73%** to 460 existing homes available for sale. Over the last 12 months this area has had an average of 68 closed sales per month. This represents an unsold inventory index of **6.75** MSI for this period.

Average Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **11.40%** in April 2017 to \$161,831 versus the previous year at \$145,265.

Average Days on Market Lengthens

The average number of **69.19** days that homes spent on the market before selling increased by 17.33 days or **33.41%** in April 2017 compared to last year's same month at **51.86** DOM.

Sales Success for April 2017 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 133 New Listings in April 2017, down **19.39%** from last year at 165. Furthermore, there were 80 Closed Listings this month versus last year at 80, a **0.00%** decrease.

Closed versus Listed trends yielded a **60.2%** ratio, up from last year's April 2017 at **48.5%**, a **24.06%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the following months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

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April 2017

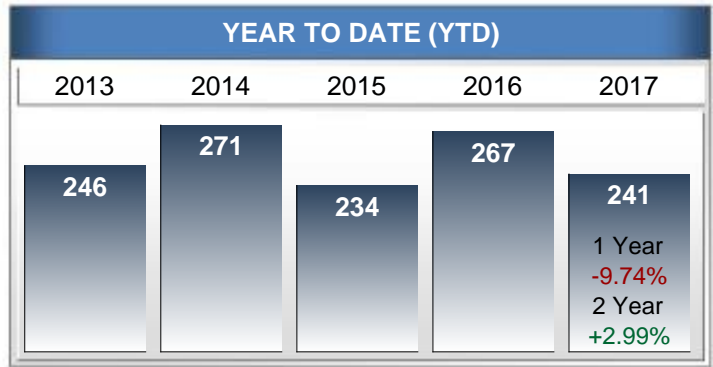
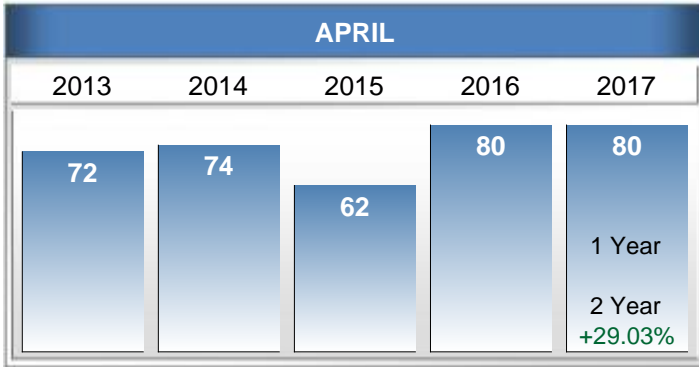
Closed Sales as of May 11, 2017



Closed Listings

Report Produced on: May 11, 2017

Area Delimited by County Of Washington



Closed Listings

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CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	7	8.75%	45.3	4	1	2	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$100,000	22	27.50%	78.2	6	15	1	0
\$100,001 - \$150,000	20	25.00%	66.2	2	14	4	0
\$150,001 - \$225,000	13	16.25%	44.6	0	3	8	2
\$225,001 - \$300,000	10	12.50%	105.0	1	3	5	1
\$300,001 and up	8	10.00%	68.0	1	0	4	3
Total Closed Units:	80		69.2	14	36	24	6
Total Closed Volume:	12,946,495			1.50M	4.30M	4.93M	2.22M
Average Closed Price:	\$161,831			\$107,036	\$119,421	\$205,211	\$370,628



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2017

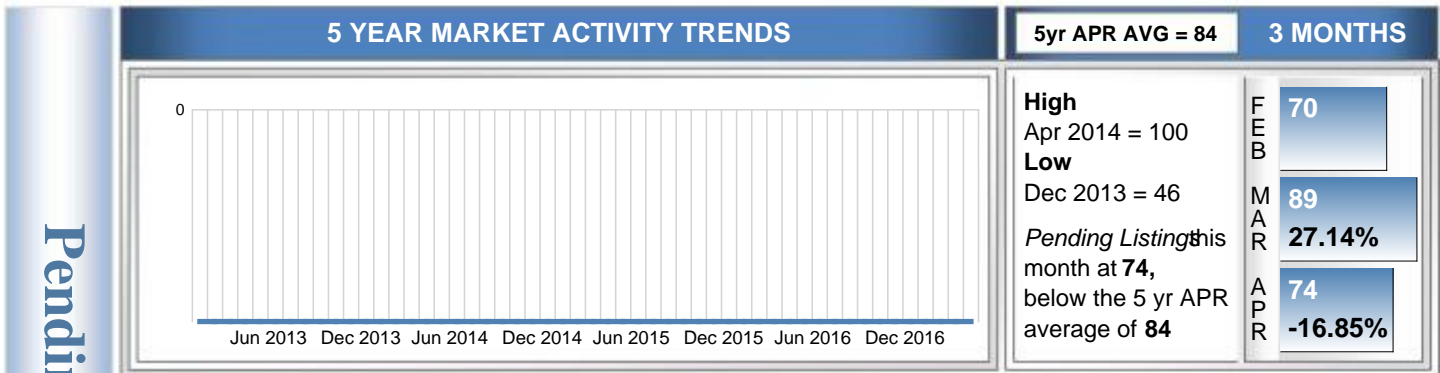
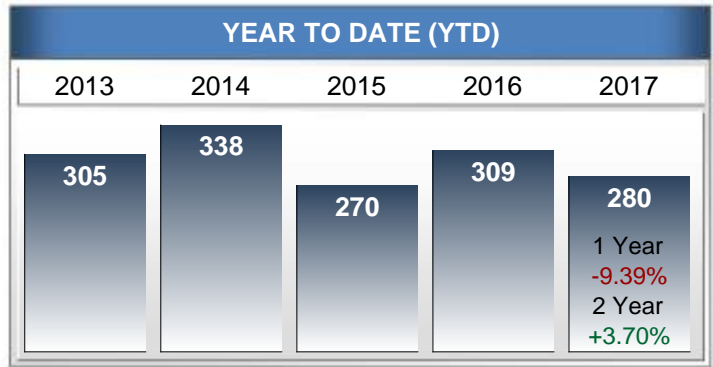
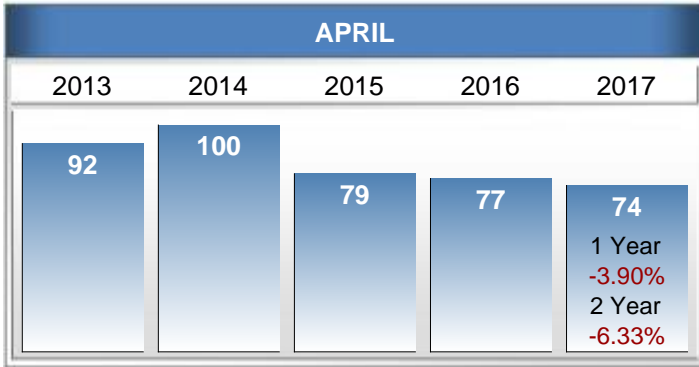
Pending Listings as of May 11, 2017



Pending Listings

Report Produced on: May 11, 2017

Area Delimited by County Of Washington



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	7	9.46%	60.0	1	6	0	0	
\$40,001 - \$60,000	8	10.81%	54.5	3	3	2	0	
\$60,001 - \$90,000	13	17.57%	41.8	4	8	1	0	
\$90,001 - \$120,000	16	21.62%	32.1	2	7	7	0	
\$120,001 - \$170,000	14	18.92%	20.6	1	7	5	1	
\$170,001 - \$220,000	8	10.81%	23.1	0	4	4	0	
\$220,001 and up	8	10.81%	25.8	0	2	6	0	
Total Pending Units: 74				26.8	11	37	25	1
Total Pending Volume: 10,222,790					876.70K	4.53M	4.67M	149.90K
Average Listing Price: \$67,750					\$79,700	\$122,419	\$186,668	\$149,900

Pending Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2017

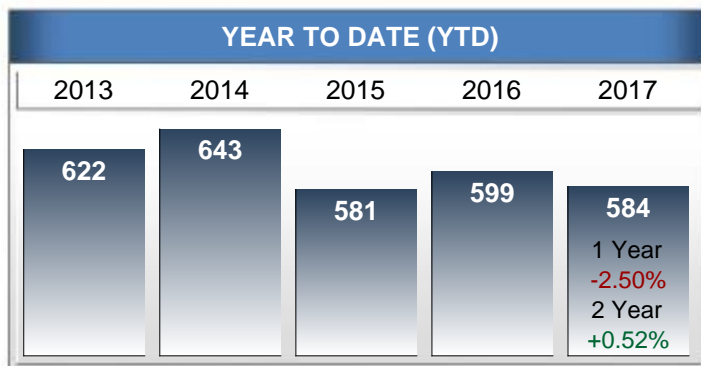
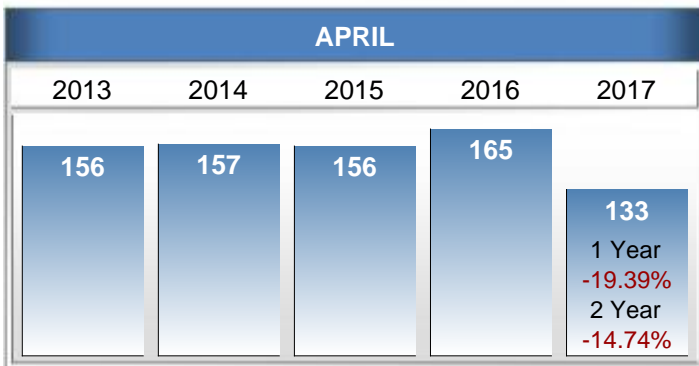
New Listings as of May 11, 2017



New Listings

Report Produced on: May 11, 2017

Area Delimited by County Of Washington



New Listings
Ready to Buy or Sell Real Estate?
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5yr APR AVG = 153 **3 MONTHS**

High
Oct 2013 = 244
Low
Dec 2013 = 82

New Listings this month at **133**, below the 5 yr APR average of **153**

FEB	117
MAR	158
APR	133
	-15.82%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	11	8.27%	8	3	0	0
\$40,001 - \$70,000	14	10.53%	5	8	1	0
\$70,001 - \$110,000	23	17.29%	6	12	5	0
\$110,001 - \$160,000	33	24.81%	7	19	6	1
\$160,001 - \$220,000	21	15.79%	3	6	11	1
\$220,001 - \$320,000	17	12.78%	2	3	12	0
\$320,001 and up	14	10.53%	1	2	9	2
Total New Listed Units:	133		32	53	44	4
Total New Listed Volume:	22,224,897		3.81M	6.89M	10.22M	1.31M
Average New Listed Listing Price:	\$91,633		\$118,994	\$129,909	\$232,218	\$328,575



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2017

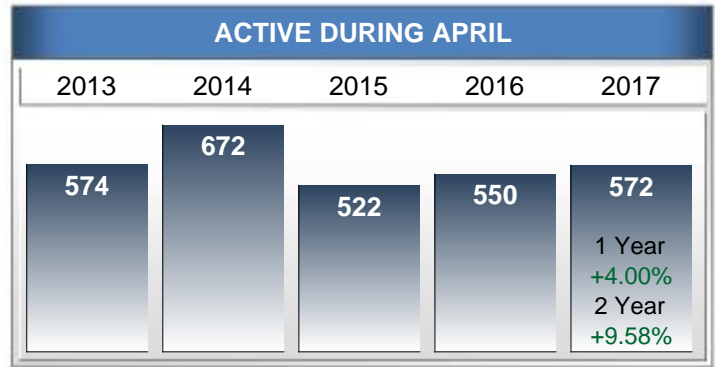
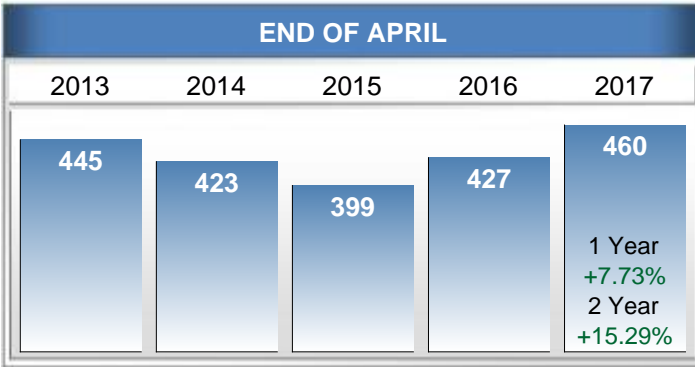
Active Inventory as of May 11, 2017



Active Inventory

Report Produced on: May 11, 2017

Area Delimited by County Of Washington



Active Inventory

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5yr APR AVG = 431 **3 MONTHS**

High
Nov 2013 = 592

Low
Feb 2015 = 381

Inventory this month at **460**, above the 5 yr APR average of **431**

FEB	419
MAR	440
APR	5.01%
APR	460
APR	4.55%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$0 and less	0	0.00%	0.0	0	0	0	0	
\$1-\$25,000	57	12.39%	96.4	54	3	0	0	
\$25,001-\$50,000	63	13.70%	87.6	48	13	1	1	
\$50,001-\$125,000	158	34.35%	79.3	84	62	12	0	
\$125,001-\$175,000	62	13.48%	56.2	15	33	13	1	
\$175,001-\$325,000	76	16.52%	64.4	6	22	40	8	
\$325,001 and up	44	9.57%	66.1	12	4	19	9	
Total Active Inventory by Units:			460	75.7	219	137	85	19
Total Active Inventory by Volume:			70,509,082		26.26M	17.48M	20.97M	5.81M
Average Active Inventory Listing Price:			\$153,281		\$119,891	\$127,557	\$246,700	\$305,695



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2017

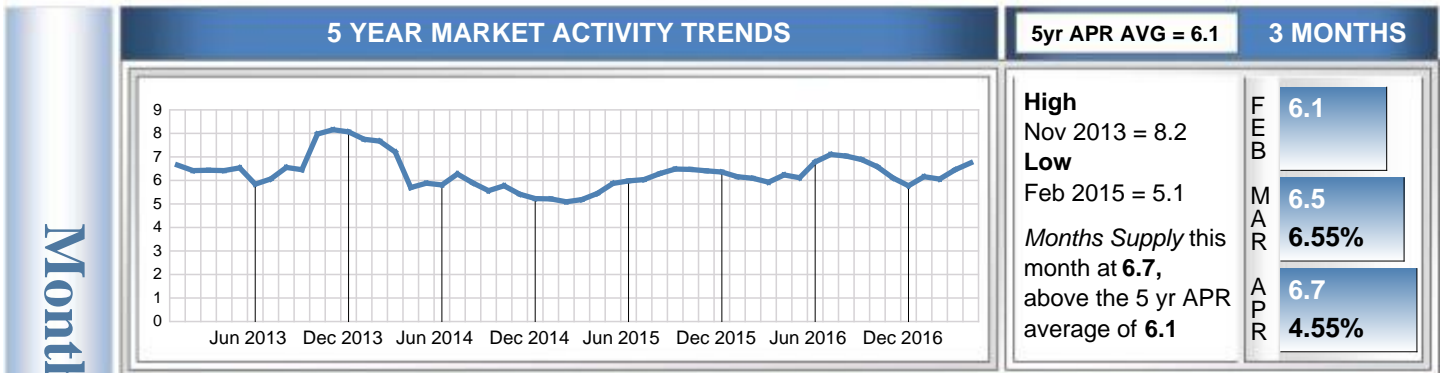
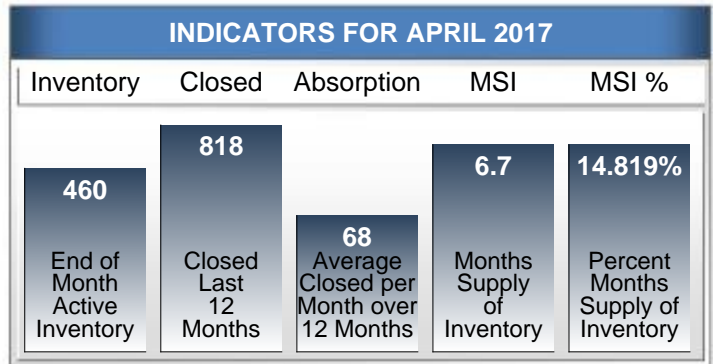
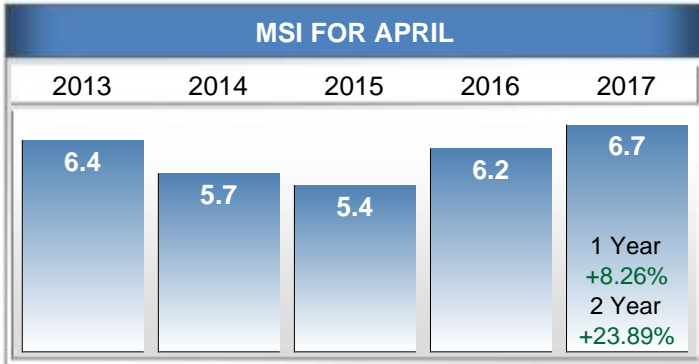
Active Inventory as of May 11, 2017



Months Supply of Inventory

Report Produced on: May 11, 2017

Area Delimited by County Of Washington



Months Supply

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MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI			%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	49		10.65%	21.0	47.0	1.6	0.0	0.0
\$20,001 \$40,000	41		8.91%	10.7	20.4	3.1	4.0	0.0
\$40,001 \$60,000	59		12.83%	8.6	15.3	3.7	0.0	0.0
\$60,001 \$120,000	121		26.30%	5.3	20.1	3.0	3.0	0.0
\$120,001 \$190,000	84		18.26%	4.8	30.9	4.1	3.8	2.4
\$190,001 \$320,000	58		12.61%	4.9	9.6	6.0	4.0	6.5
\$320,001 and up	48		10.43%	15.6	72.0	12.0	12.6	12.0
MSI:				6.7	22.7	3.6	4.7	7.1
Total Active Inventory:				460	219	137	85	19



Monthly Inventory Analysis

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April 2017

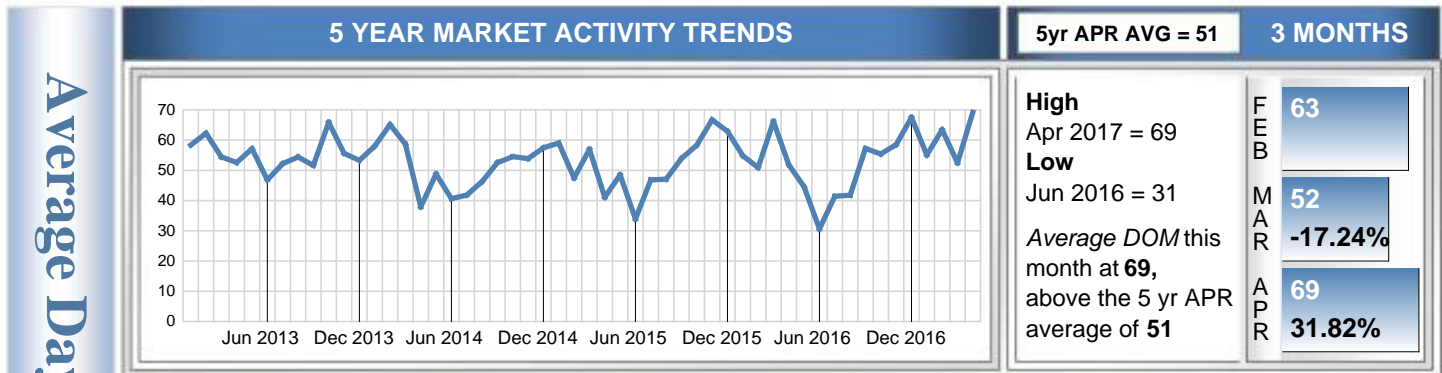
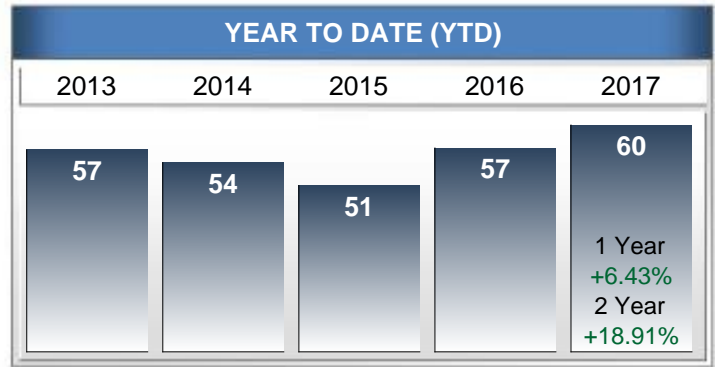
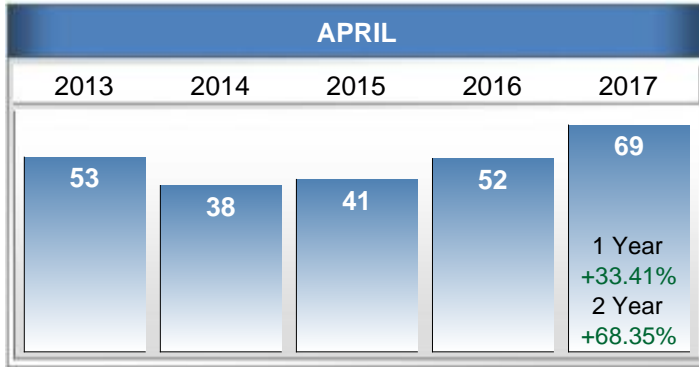
Closed Sales as of May 11, 2017



Average Days on Market to Sale

Report Produced on: May 11, 2017

Area Delimited by County Of Washington



Average Days on Market

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AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	7	8.75%	45.3	37.0	28.0	70.5	0.0
\$50,001 - \$50,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$50,001 - \$100,000	22	27.50%	78.2	140.3	58.5	1.0	0.0
\$100,001 - \$150,000	20	25.00%	66.2	90.0	50.4	109.8	0.0
\$150,001 - \$225,000	13	16.25%	44.6	0.0	39.7	44.0	54.5
\$225,001 - \$300,000	10	12.50%	105.0	125.0	127.7	107.0	7.0
\$300,001 and up	8	10.00%	68.0	51.0	0.0	86.3	49.3
Average Closed DOM: 69.2				96.1	58.7	75.5	44.0
Total Closed Units: 80				14	36	24	6
Total Closed Volume: 12,946,495				1.50M	4.30M	4.93M	2.22M



Monthly Inventory Analysis

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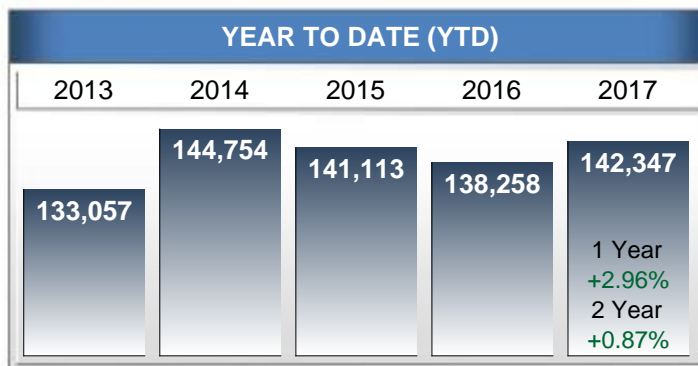
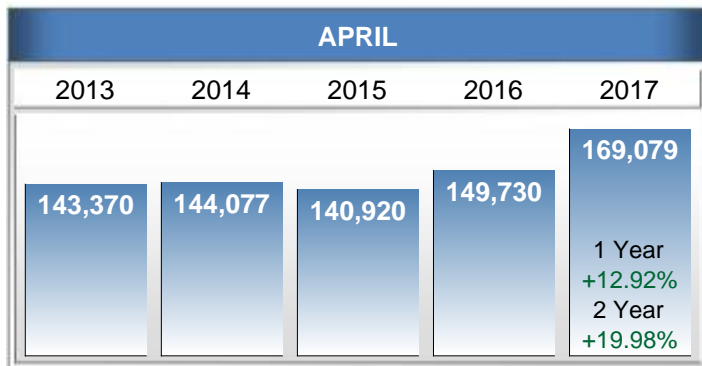
Closed Sales as of May 11, 2017



Average List Price at Closing

Report Produced on: May 11, 2017

Area Delimited by County Of Washington



Average List Price

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5yr APR AVG = 149K	3 MONTHS										
High Jan 2015 = 171,894 Low Oct 2016 = 111,092 <i>Average LPrice</i> this month at 169,079 , above the 5 yr APR average of 149,435	<table border="1"> <tr> <td>FEB</td> <td>134,669</td> </tr> <tr> <td>MAR</td> <td>130,072</td> </tr> <tr> <td>APR</td> <td>-3.41%</td> </tr> <tr> <td>MAY</td> <td>169,079</td> </tr> <tr> <td>JUN</td> <td>29.99%</td> </tr> </table>	FEB	134,669	MAR	130,072	APR	-3.41%	MAY	169,079	JUN	29.99%
FEB	134,669										
MAR	130,072										
APR	-3.41%										
MAY	169,079										
JUN	29.99%										

AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVL\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	7	8.75%	28,757	30,000	16,700	32,300	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0	0
\$50,001 - \$100,000	22	27.50%	77,550	72,250	78,573	94,000	0
\$100,001 - \$150,000	19	23.75%	129,121	139,450	127,007	137,200	0
\$150,001 - \$225,000	14	17.50%	185,179	0	191,967	187,150	183,450
\$225,001 - \$300,000	9	11.25%	282,800	280,000	279,633	285,260	307,500
\$300,001 and up	9	11.25%	447,542	750,000	0	347,100	527,327
Average List Price:	\$169,079			\$133,029	\$121,894	\$209,138	\$376,063
Total Closed Units:	80			14	36	24	6
Total List Volume:	13,526,280			1.86M	4.39M	5.02M	2.26M



Monthly Inventory Analysis

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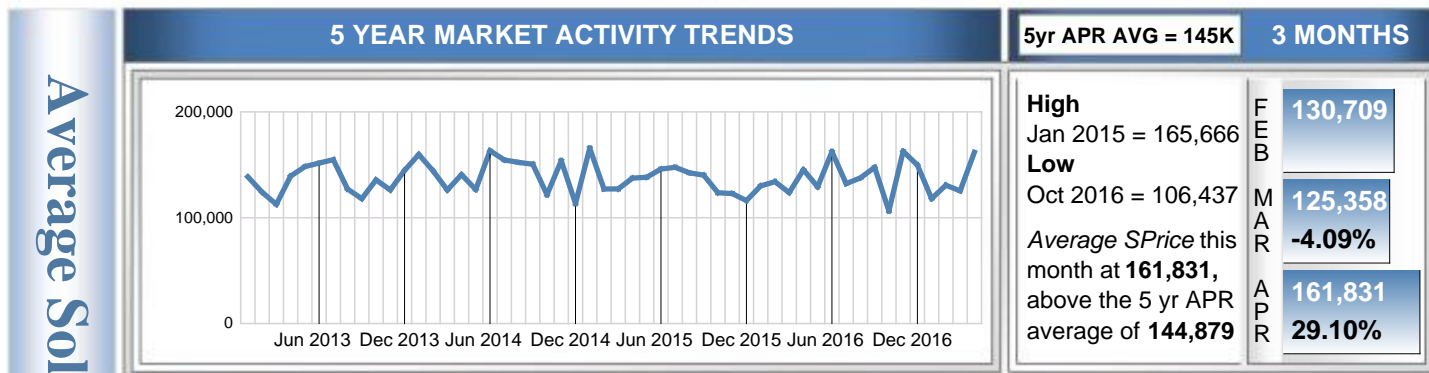
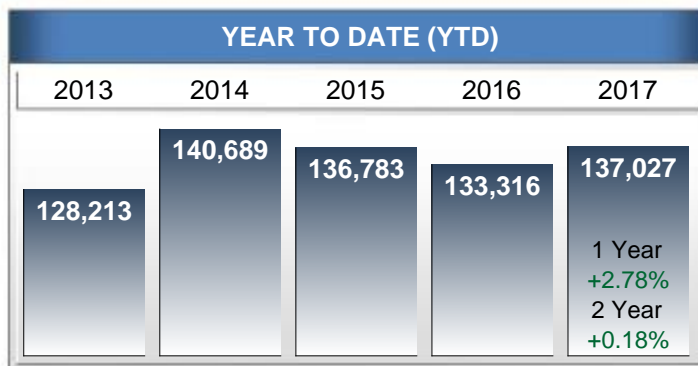
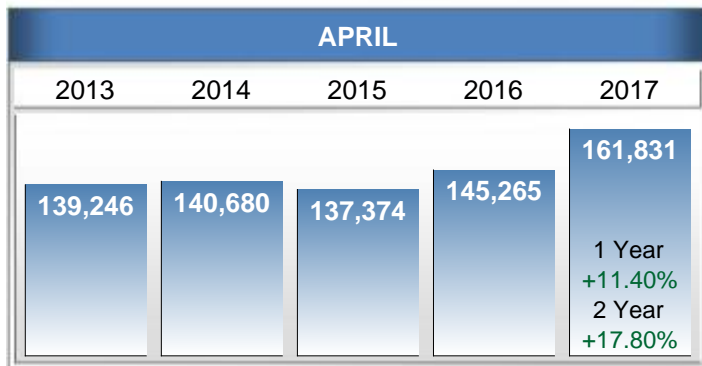
Closed Sales as of May 11, 2017



Average Sold Price at Closing

Report Produced on: May 11, 2017

Area Delimited by County Of Washington



Average Sold Price

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AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range		%	AVS\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	7	8.75%	27,643	28,000	15,500	33,000	0
\$50,001 \$50,000	0	0.00%	0	0	0	0	0
\$50,001 \$100,000	22	27.50%	74,556	64,417	76,990	98,875	0
\$100,001 \$150,000	20	25.00%	126,105	117,500	124,807	134,950	0
\$150,001 \$225,000	13	16.25%	184,492	0	188,667	183,863	180,750
\$225,001 \$300,000	10	12.50%	269,300	240,000	271,833	268,500	295,000
\$300,001 and up	8	10.00%	437,409	525,000	0	351,750	522,423
Average Closed Price: \$161,831				\$107,036	\$119,421	\$205,211	\$370,628
Total Closed Units: 80				14	36	24	6
Total Closed Volume: 12,946,495				1.50M	4.30M	4.93M	2.22M



Monthly Inventory Analysis

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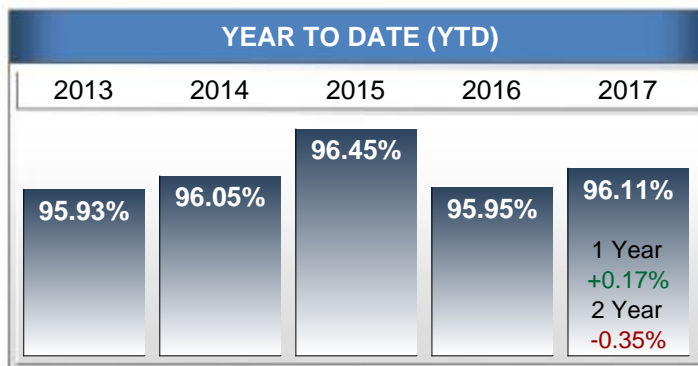
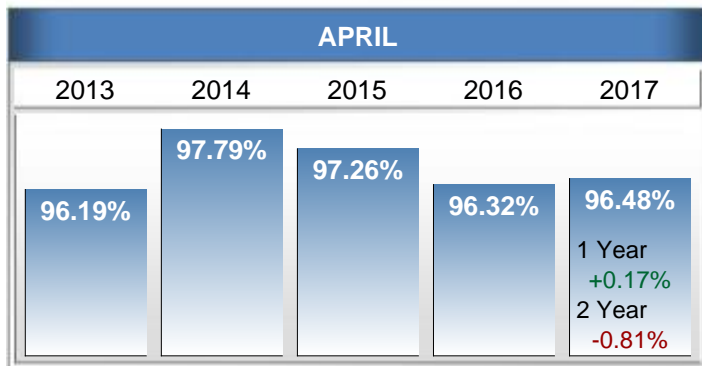
Closed Sales as of May 11, 2017



Average Percent of List Price to Selling Price

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Average List/Sell Price

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5yr APR AVG=96.81%	3 MONTHS
High Jun 2016 = 99.65% Low Aug 2013 = 91.62% Average List/Sell this month at 96.48% , below the 5 yr APR average of 96.81%	FEB 95.45% MAR 96.37% APR 96.48% MAY 0.11%

AVERAGE L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average L/S % by Price Range		%	AVL/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	7	8.75%	95.79%	92.81%	92.81%	103.24%	0.00%
\$50,001 - \$50,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	22	27.50%	96.07%	89.57%	98.06%	105.19%	0.00%
\$100,001 - \$150,000	20	25.00%	96.86%	84.23%	98.27%	98.23%	0.00%
\$150,001 - \$225,000	13	16.25%	98.38%	0.00%	98.13%	98.16%	99.61%
\$225,001 - \$300,000	10	12.50%	94.34%	85.71%	97.00%	94.15%	95.93%
\$300,001 and up	8	10.00%	96.81%	70.00%	0.00%	101.61%	99.34%
Average List/Sell Ratio: 96.50%				88.06%	97.92%	98.63%	98.87%
Total Closed Units: 80				14	36	24	6
Total Closed Volume: 12,946,495				1.50M	4.30M	4.93M	2.22M



Monthly Inventory Analysis

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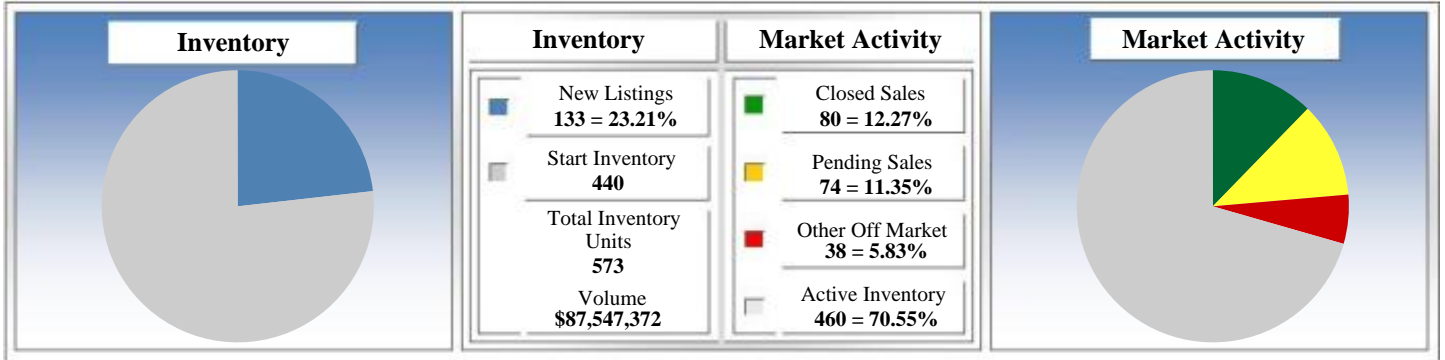
Inventory as of May 11, 2017



Market Summary

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Area Delimited by County Of Washington



Absorption: Last 12 months, an Average of **68** Sales/Month

Active Inventory as of April 30, 2017 = **460**

	APRIL			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	80	80	0.00%	267	241	-9.74%
Pending Sales	77	74	-3.90%	309	280	-9.39%
New Listings	165	133	-19.39%	599	584	-2.50%
Average List Price	149,730	169,079	12.92%	138,258	142,347	2.96%
Average Sale Price	145,265	161,831	11.40%	133,316	137,027	2.78%
Average Percent of List Price to Selling Price	96.32%	96.48%	0.17%	95.95%	96.11%	0.17%
Average Days on Market to Sale	51.86	69.19	33.41%	56.82	60.47	6.43%
Monthly Inventory	427	460	7.73%	427	460	7.73%
Months Supply of Inventory	6.23	6.75	8.26%	6.23	6.75	8.26%

